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Massachusetts. State Board of Labor...

Trade opportunities in Russia

Boston

[1914]

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THE COMMONWEALTH OF MASSACHUSETTS

STATE BOARD OF LABOR AND INDUSTRIES

TRADE OPPORTUNITIES IN RUSSIA

Issued by
THE STATE BOARD OF LABOR AND INDUSTRIES
1 Beacon Street, Boston

APPROVED BY
THE STATE BOARD OF PUBLICATION.

Mr 22 Nov 14

TRADE OPPORTUNITIES IN RUSSIA.

The following cablegram has been received by the Bureau of Foreign and Domestic Commerce from the Consul General of the United States at Moscow: —

Catalogues, price lists, discount sheets, etc., are required immediately on all manufactured goods imported by Russia. Many inquiries have been received.

Massachusetts manufacturers and jobbers interested in foreign trade should send immediately to Mr. John H. Snodgrass, Consul General of the United States of America at Moscow, circular information, price lists, and, where they can be sent without much expense, samples of goods manufactured. It is also suggested that circulars and other general information be sent to the following consuls and commerical agents of the United States located in Russia: —

Felix Willoughby Smith, Consul, Batum, Russia.
Adolph F. Reinecke, Agent, Omsk, Russia.
John H. Grout, Consul, Odessa, Russia.
George R. Martin, Agent, Rostoff-on-Dom, Russia.
Douglas Jenkins, Consul, Riga, Russia.
Alfred Seligmann, Agent, Libau, Russia.
North Winship, Consul, St. Petersburg, Russia.
Victor Ek, Agent, Helsingfors, Finland.
R. E. A. Radau, Agent, Reval, Russia.
John F. Jewell, Consul, Vladivostok, Siberia.
Hernando de Soto, Consul, Warsaw, Russia.

Russia imported in the first seven months of 1914 the enormous total of $402,000,000 worth of goods. Of these, almost exactly one-half in value came from Germany. With German sources of supply cut off, Russia is looking to other sources for an enormous range and quantity of commodities. Recent reports from

a number of sources show that considerable demand is developing in Russia for American goods. The concerns that meet present opportunities half way in vigorous trade extension work and the cultivation of friendly trade relations, will find new markets of great and permanent importance.

Among the articles and lines for which especial opportunities have been reported are the following: —

Hand-worked leathers, chemical and pharmaceutical products, serums, physical and chemical apparatus for use in schools, surgical instruments, electrical apparatus for physicians, bacteriological instruments, microscopes, general electrical supplies, electro-technical supplies, fuses, primers and electric detonators for explosives, motors, dynamos, woodworking machines, pumps, various motors, printing presses, embossing machines, machine tools, sewing-machines, automobiles, bicycles, motor cycles, office supplies, various kinds of paper, printing inks and colors, analine colors, glue, resin, bronze, aluminum, lead, antimony, glassware, laboratory vessels, general laboratory hardware, haberdashery, hosiery and underwear, dry goods, blacking, grain and seed, coffee, hospital and medicinal supplies of all kinds, rolling stock and railroad engines, cement, gums, hides, leather and belting, paints, paper manufactures, rye, cotton, silk and wool (raw and manufactured), tanning materials, paraffin, roofing iron and sheet iron goods, and metal manufactures and machinery of wide variety.

The above list is to be taken, however, simply as suggestive, presenting a collection of unrelated inquiries that have been made, and not as an inclusive list covering the fields of the greatest present opportunity.

The following statistics of Russian imports from Germany during 1912 will give a more complete idea of the lines in which there are especial opportunities for American goods. Values are stated in marks, the mark being equivalent to 23.8 cents.

Separate Articles, 1912.

	Marks.		Marks.
Rye,	20,416,000	Timothy seed, etc.,	119,000
Wheat,	2,218,000	Canary seed, etc.,	203,000
Oats,	1,864,000	Beet seed,	178,000
Red clover seed,	502,000	Sugar-beet seed,	1,294,000
White and other clover seed,	159,000	Other field root seeds,	850,000

	Marks.		Marks.
Cotton:		Chemically prepared articles of food, such as sanatogen, etc.,	404,000
Raw,	10,131,000	Canned tomatoes, apricots, olives, unsweetened milk, etc.,	487,000
Linters,	63,000	Cigars,	294,000
Jute,	2,709,000	Infusorial earth, quartz, etc.,	313,000
Hops,	643,000	Cement,	3,573,000
Rose plants,	202,000	Sulphate of baryta and strontium,	512,000
Bulbs and tubers of flowers, miscellaneous,	434,000	Coal,	20,161,000
Coffee, roasted and ground,	168,000	Coke,	2,510,000
Spices, miscellaneous,	220,000	Briquettes,	344,000
Rattan,	284,000	Petroleum, lubricating and other similar oils, etc., derived from mineral oil,	3,019,000
Nut shells, etc., used for carving,	488,000	Various mineral oils derived from distillation of lignite, peat, etc.,	1,394,000
Miscellaneous herbs, leaves, etc., for medicinal use,	739,000	Coal tar,	1,310,000
Dividivi, myrobalans, etc., for tanning,	235,000	Benzol, toluol, and other similar coal tar oils,	170,000
Turpentine resins,	1,244,000	Naphthaleno,	1,023,000
Kauri gum, etc.,	141,000	Phenol,	291,000
Miscellaneous hard gums, etc.,	415,000	Aniline and aniline salts,	860,000
Shellac,	369,000	Naphthol, naphthylamine,	789,000
Gum arabic, gum cashew, gum of bassora, etc.,	766,000	Miscellaneous products of coal tar,	896,000
India rubber, raw or refined,	4,810,000	Beeswax, etc.,	1,582,000
Camphor, manna,	332,000	Talking machine records,	363,000
Meat extract, etc.,	122,000	Shoe polish, russet, and floor polish,	915,000
Fish, fresh-water,	4,009,000	Iodine,	720,000
Wool, merino, washed,	15,908,000	Sulphuric acid and anhydride,	253,000
Wool, crossbreed, washed,	1,281,000	Citric acid,	386,000
Bed feathers, cleaned,	459,000	Salt, etc.,	367,000
Hides, flanks: —		Nitrate of potash, etc.,	6,118,000
Wet,	15,650,000	Iodide of potassium, sodium or ammonium,	913,000
Dry,	4,465,000	Bromide of potassium, etc.,	218,000
Horse hides, wet or dry,	5,086,000	Soda, calcined, etc.,	184,000
Skins for furriers,	3,282,000	Chloride of lime, etc.,	432,000
Intestines, etc., of cattle, not for eating,	876,000	Sulphate and bi-sulphate of soda,	736,000
Rice, polished,	3,951,000	Lead oxide,	805,000
Oatmeal, corn meal, etc.,	4,084,000	Nitrate of soda,	1,924,000
Cocoa butter,	288,000	Cyanide of potassium,	324,000
Palm oil,	254,000		
Wine in casks,	812,000		
Still wines in bottles,	791,000		
Mineral waters,	1,056,000		
Oil cake,	475,000		
Chicory in cakes, powder, etc.,	145,000		
Edible oils, vegetable,	1,238,000		

	Marks.
Acetate of calcium,	358,000
Potassium chloride,	534,000
Chloride of gold, etc.,	439,000
Salicylic acid, etc.,	300,000
Metalloids, acids, salts, miscellaneous,	6,208,000
Aniline dyes, etc.,	4,287,000
Alizarine,	757,000
Coloring materials,	1,015,000
Indigo,	3,033,000
Prussian blue, etc.,	230,000
White lead,	237,000
Zinc oxide, white,	620,000
Umber, sienna, etc.,	253,000
Bronze colors,	794,000
Lead pencils, etc.,	1,803,000
Volatile oils — orange, citron, etc.,	1,254,000
Artificial scents, — vanillinc, coumarine, etc.,	327,000
Tooth powder, miscellaneous perfumery and cosmetics,	291,000
Thomas phosphate,	5,624,000
Superphosphates,	6,598,000
Blasting powder, dynamite, etc.,	496,000
Primers, percussion caps, etc.,	365,000
Incandescent mantles,	306,000
Glue,	397,000
Alkaloids, etc.,	1,146,000
Quebracho extract,	1,039,000
Prepared medicaments and other pharmaceutical products, miscellaneous,	3,076,000
Chemical materials for medical use, miscellaneous,	4,539,000
Chemicals for photography, etc.,	1,411,000
Raw silk, dyed white,	452,000
Artificial silk,	593,000
Silk twist of all kinds,	863,000
Silk, — velvet, plush, etc.,	285,000
Silk gloves,	256,000
Trimmings of all sorts, silk or partly silk,	2,670,000
Button makers' materials,	259,000
Waste wool,	2,112,000
Wool, carded, combed,	2,093,000
Woolen yarn, combed: —	
Single,	4,762,000
Two threads,	3,341,000
Woolen yarn, colored: —	
Single,	748,000
Two threads,	4,000,000
Four or more threads,	262,000
Woolen yarn, carded, ready for retail sale,	1,130,000
Woolen dress goods,	8,565,000
Woolen gloves,	551,000
Miscellaneous woolen knitted goods,	1,374,000
Cotton waste,	361,000
Cotton yarn: —	
Nos. 22–32,	192,000
Nos. 32–47,	302,000
Cotton thread: —	
For retail trade on wooden spools,	476,000
In balls, skeins, etc.,	2,021,000
Cotton velvet and plush, cut: —	
Pile made from weft,	1,213,000
Pile made from warp,	543,000
Miscellaneous cotton cloth: —	
Bleached,	507,000
Printed, etc.,	1,687,000
Cotton gloves and hair nets,	2,223,000
Cotton hosiery,	3,209,000
Cotton underclothing, knitted,	562,000
Fish nets and lines, of cotton,	2,209,000
Miscellaneous knitted cotton goods,	359,000
Cotton lace, embroidered,	552,000
Embroidery material: —	
Other than silk, featherstitch,	518,000
Other than feather or chain stitch,	640,000
Belting for machinery, woven,	1,472,000
Rope and twine,	458,000
Wadding for medical use,	1,003,000
Articles of dress, of silk,	322,000

	Marks.
Clothing, woolen: —	
For men and boys,	517,000
For women and girls,	380,000
Miscellaneous articles of dress,	741,000
Waste of textile materials, — silk: —	
Woolen rags, etc.,	5,381,000
Linen rags, etc.,	1,608,000
Leather: —	
Upper leather for shoes, etc.,	17,289,000
Sole,	383,000
Saddlers', bookbinders', etc.,	1,746,000
Saddlers', for gloves,	666,000
Goat and kid leather, dressed, except patent and glove,	5,382,000
Sheep and lambs' leather, dressed,	1,295,000
Calf skin, patent, etc.,	2,133,000
Calf skin, other than patent,	5,493,000
Shoes,	997,000
Leather belting,	2,720,000
Leather goods for saddlers, trunk makers, etc.,	1,673,000
Skins, for preparation of furs,	17,821,000
Rubber: —	
Tubing for tires, motor vehicles,	437,000
Tubing for other tires,	223,000
Rubber tires: —	
Motor vehicles,	1,003,000
Castings for tires,	906,000
Articles of soft rubber,	1,029,000
Webbing containing rubber or rubber threads,	338,000
Articles of hard rubber, miscellaneous,	564,000
Brushes of all sorts,	371,000
Tortoise shell, and imitation,	1,174,000
Walking sticks,	230,000
Casks, unfinished,	965,000
Furniture and parts, common: —	
Of soft wood,	350,000
Of hard wood,	600,000
Veneered,	1,027,000
Wooden boxes, etc.,	492,000
Window frames, stairs, etc.,	786,000
Gilt cornices, moldings, carvings, etc.,	984,000
Operating chairs, invalid chairs, etc., upholstered,	255,000
Celluloid,	2,201,000
Films,	270,000
Combs, buttons, etc.,	1,074,000
Carbons for electric lights,	377,000
Paper stock chemically prepared from wood pulp, straw, etc.,	313,000
Pasteboard,	318,000
Writing paper, note paper, etc.,	331,000
Picture post cards,	1,172,000
Cards, etc., printed with mottoes, pictures, etc.,	670,000
Photographic paper,	946,000
Paper underwear, with textile additions,	1,576,000
Books, including prayer books,	5,597,000
Music,	382,000
Pictures on paper,	801,000
Paintings on textiles, etc.,	832,000
Emery, corundum, etc., stones for polishing,	559,000
Stoves of pottery,	539,000
Crucibles, retorts, etc., of clay: —	
Taking charges under 10 pounds,	688,000
With charges over 10 pounds,	1,317,000
Paving tiles of clay,	964,000
Wall-facing tiles,	608,000
Wares of porcelain, etc.,	331,000
Hollow glass, transparent or semi-transparent,	271,000
Lamp glasses of all kinds,	512,000
Miscellaneous, pressed,	459,000
Spectacles and other mounted eyeglasses, etc.,	419,000
Telescopes, opera glasses, etc.,	1,686,000
Optical glass, stereoscopes, microscopes, etc.,	623,000

	Marks.
Photographic lenses, etc.,	1,138,000
Glass thermometers,	492,000
Apparatus and instruments of glass,	997,000
Articles of gold and gold leaf, not otherwise enumerated,	1,191,000
Silver tableware,	969,000
Pig iron,	2,720,000
Ferrochrome, manganese, etc.,	1,511,000
Cast iron in pieces: —	
Rough,	432,000
Worked,	363,000
Stoves, lamp ware, iron pails, etc.,	2,813,000
Malleable iron: —	
In bars,	1,082,000
In other forms,	3,504,000
Sheets and plates, iron: —	
More than 5 millemeters thick,	917,000
Between 1 and 5 millemeters,	508,000
Less than 1 millemeter,	756,000
Wire, drawn,	442,000
Spiral pipes, rolled or drawn,	810,000
Other iron tubes: —	
Rough,	1,028,000
Worked,	684,000
Rails for tramways,	745,000
Axles and parts of wheels,	512,000
Castings, etc., for machines, vessels, etc., rough,	478,000
Milk cans, lanterns, lamps, etc., of malleable iron,	4,985,000
Boilers with more than 10 tubes,	1,865,000
Cask buoys for anchors, containers for gas, etc.,	666,000
Blocks and rollers for pulleys, etc.,	890,000
Steam fittings, valves, etc.,	1,055,000
Spades, shovels, coal scoops, etc.,	458,000
Plowshares and mold boards,	231,000
Forks, large, for hay, stone, etc.,	465,000
Crosscut, band and fret saws,	848,000

	Marks.
Saw blades, other, and hand saws,	1,201,000
Files and rasps,	806,000
Large edge tools,	2,997,000
Pincers,	571,000
Large knives and shears,	446,000
Chisels, gouges, planes, etc.,	403,000
Machine knives,	788,000
Measuring tools, surveyors' chains, etc.,	244,000
Vises, screw keys, etc.,	888,000
Hammers weighing to 20 pounds,	226,000
Plows, iron,	6,746,000
Cultivators, potato diggers, harrows, rakes, etc.,	1,753,000
Flatirons, traps for animals, belt couplings, etc.,	976,000
Card clothing,	630,000
Wire rope, etc.,	374,000
Wire brushes, baskets, etc., hooks, etc.,	813,000
Screws, etc.,	607,000
Hob nails, etc.,	249,000
Wire nails,	354,000
Stovepipes, bathtubs, curry combs, etc., of sheet iron,	1,043,000
Kitchen utensils, etc., of sheet iron enameled,	2,329,000
Skates and roller skates,	757,000
Locks and keys,	1,640,000
Safes and cashboxes,	378,000
Fine cutlery,	2,564,000
Beads, ornamental buckles, thimbles, corkscrews, etc.,	1,782,000
Umbrella and parasol frames,	544,000
Sewing needles,	258,000
Machine needles,	290,000
Pins, hairpins, fish hooks, etc.,	1,118,000
Aluminum, in bars, plates, etc.,	478,000
Articles of aluminum, miscellaneous,	1,477,000
Lead, crude,	2,512,000
Stereotype plates, etc.,	311,000
Lead pipes, etc.,	251,000

	Marks.
Zinc, crude,	6,267,000
Zinc, rolled, etc.,	859,000
Tin, crude,	2,230,000
Nickel, crude,	1,454,000
Copper in pigs, sheets, etc.,	311,000
Brass, pinchbeck, etc.,	452,000
Copper wire, etc.,	571,000
Wire gauze for industrial purposes, all sorts,	614,000
Articles of brass, brass wire, etc.,	671,000
Brass tubes,	487,000
Articles of copper, not coarse, polished, etc.,	576,000
Articles of brass, not coarse, polished, etc.,	7,929,000
Articles of copper, brass, etc., varnished, nickeled, etc.,	4,405,000
Articles of copper alloys other than brass and pinchbeck,	667,000
Toilet articles, etc., of gilt, etc.,	1,981,000
Wire of base metals, insulated, for electrical purposes,	838,000
Pneumatic machines, electrical machines, models, automatic registering apparatus, etc.,	1,064,000
Gas and water meters,	874,000
Talking machines,	1,180,000
Drawing pens, mathematical instruments, etc.,	484,000
Optical, nautical, astronomical, etc., instruments, compasses, etc.,	319,000
Calculating machines,	412,000
Typewriters,	1,485,000
Surgical instruments,	1,113,000
Meteorological, chemical, etc., instruments,	455,000
Laboratory apparatus, physics, for schools,	622,000
Steam locomotives running on rails: —	
Weighing less than 20,000 pounds,	426,000
Over 20,000 pounds,	1,153,000

	Marks.
Steam locomotives not on rails: —	
Smaller,	2,782,000
Larger,	3,975,000
Parts for above,	338,000
Steam engines, stationary,	1,755,000
Steam or gas turbines,	941,000
Internal combustion, explosion, etc., motors,	9,043,000
Miscellaneous power machines, wind-mills, etc.,	957,000
Cranes, fixed, travelling, etc.,	649,000
Steam engines with dynamos, pumps, etc.,	1,090,000
Turbines with dynamos, pumps, etc.,	1,355,000
Dredges and pile drivers,	1,362,000
Parts for engines, etc., above,	2,266,000
Sewing machines, hand, without stands, and parts,	6,785,000
Cross-stitch, knitting, etc., machines, hand,	771,000
Sewing machines with stands or for motors,	1,792,000
Cross-stitch, knitting, etc., machines with stands or for motors,	317,000
Machines: —	
For combed yarn, etc.,	1,162,000
For carded yarn,	690,000
Looms,	1,181,000
Curtain, lace, etc., machines,	344,000
Dressing machines,	1,407,000
Machines for washing and chemical cleansing,	519,000
Parts for above machines,	778,000
Fire engines, pumps, etc.,	578,000
Metal-working machines,	9,300,000
Woodworking machines,	2,576,000
Mowing machines,	667,000
Threshing machines,	4,360,000
Milking machines,	530,000
Miscellaneous agricultural machinery,	4,700,000
Cleaning machines for grain, etc.,	1,383,000

	Marks.
Brewing and malting machinery,	711,000
Sugar machinery,	533,000
Milling machinery,	4,090,000
Pulp and paper machinery,	1,826,000
Pumps and mining machinery,	1,888,000
Refrigerating apparatus,	325,000
Hoisting apparatus, and with motors,	1,565,000
Bookbinding, paper-box, etc., machines,	1,388,000
Machines for sorting, washing, etc., coal, etc.,	673,000
Blowing machines, ventilating apparatus, etc.,	1,190,000
Shoe and leather machinery,	755,000
Machines for lime, cement, etc., industries,	1,894,000
Rapid printing presses,	1,831,000
Other printing machinery,	1,457,000
Machinery, unenumerated,	5,470,000
Parts for above,	3,306,000
Dynamos, electric motors, etc.,	5,032,000
Electric cables,	754,000
Arc lamps,	420,000
Incandescent lamps: —	
Metal filaments,	9,435,000
Carbon filaments, etc.,	636,000
Telegraph apparatus,	237,000
Telephone apparatus,	1,003,000
Electric signaling, etc., apparatus,	562,000
Electrical apparatus, miscellaneous, including transformers, insulators, etc.,	5,991,000
Electrical measuring, registering, etc., apparatus,	3,546,000
Freight cars,	362,000
Passenger cars without upholstering,	316,000

The Bureau of Foreign and Domestic Commerce has recently published a Hand Book on "Commercial and Industrial Conditions in Russia," which will be found to be of especial value at the present time. Copies may be secured, at a cost of 50 cents each, from the branch office of the Bureau of Foreign and Domestic Commerce, No. 752 Oliver Building, Boston, Mass.

MSH 20891

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